

Message Text

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COM/BIC/OED/MEPD/JMSANDS, DIR.

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FM SECSTATE WASHDC

TO AMEMBASSY QUITO

INFO AMCONSUL GUAYAQUIL

UNCLAS STATE 154418

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: NON-FERROUS METALS PLANT

REF: A) QUITO 4021; B) STATE 127224

1. WE DISCUSSED REFTTEL A WITH CHASE BRASS WHO REMAINS
INTERESTED. THERE ARE POINTS ON WHICH WE NEED FURTHER
INFORMATION IF WE ARE TO ASSIST CHASE IN PREPARING
PRELIMINARY PROPOSAL. THESE INCLUDE:

--- . WHAT IS THE INTENDED OUTPUT OF THE MILL
--- IN METRIC TONS PER YEAR? AS INDICATED
--- IN REFTTEL B AN OUTPUT OF 1,000 TO
--- 1400 MT/YEAR WOULD NOT BE SUFFICIENT TO

--- MAKE THE PLANT ECONOMICALLY VIABLE;

--- . WHAT TYPE OF TUBING DOES DINE INTEND TO
--- PRODUCE AT THE MILL? (FYI: THERE ARE
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--- TWO FORMS OF COPPER TUBING PRODUCED IN

--- THE U.S. STANDARD COPPER TUBING IS THIN
--- WALLED SMALL DIAMETER AND IS NORMALLY USED
--- IN BUILDING CONSTRUCTION. COPPER ALLOY

--- TUBING UTILIZES A ALUMINUM OR ZINC
--- ALLOY TO PRODUCE A LARGER DIAMETER,
--- THICK WALLED TUBING WHICH IS NORMALLY
--- USED IN POWER PLANTS END FYI)

--- . WHAT FORM OF JOINT VENTURE RELATIONSHIP
--- IS THE DINE SEEKING? WHAT ARE THE
--- REQUIREMENTS FOR THE FOREIGN PARTNER?
--- WILL THE PARTNER HAVE ACCESS TO THE OUT-
--- PUT OF THE MILL?

--- HOW DOES THE DINE INTEND TO FINANCE
--- THE FACILITY? WILL THEY SEEK EXIMBANK
--- FINANCING OR WILL SOME OTHER ARRANGEMENTS
--- BE MADE?

--- . HAS A FEASIBILITY STUDY ON THE MILL BEEN
--- COMPLETED? IF SO WHO PERFORMED THE
--- STUDY AND DOES THE EMBASSY HAVE ACCESS
--- TO A COPY?

--- WHAT IS THE TIMING FOR THE CONSTRUCTION
--- OF THE PLANT? WHEN WILL TENDERS BE
--- ISSUED; WHAT IS THE TARGETED COMPLETION
--- DATE;

2. AS EMBASSY CAN UNDERSTAND BECAUSE OF THE COST OF
PREPARING A PROPOSAL ON A PROJECT OF THIS SIZE COMPANIES
ARE HESITANT TO BID UNLESS THEY HAVE A GOOD CHANCE TO
OBTAIN THE CONTRACT. WE WOULD THEREFORE APPRECIATE
EMBASSY ASSESSMENT OF THE OPPORTUNITY FOR U.S.
PARTICIPATION IN THIS PROJECT. INGERSOLL

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